

Part 1 : Sales Rep Performance

Sales Rep	Actual Bookings	Variance to Quota	Quota	% of Quota	Forecast
Larson, T	588,388	238,388	350,000	168%	600,000
Garibaldi, J	393,774	143,774	250,000	158%	410,000
Caruthers, M	274,875	-25,125	300,000	92%	324,000
Mulligan, R	259,383	34,383	225,000	115%	275,000
Brown, S	234,983	84,983	150,000	157%	260,000
Wotrsek, G	186,352	-3,648	190,000	98%	210,000
Albright, G	183,938	-16,062	200,000	92%	205,000
Levenson, B	165,733	-9,267	175,000	95%	193,000
Jones, S	134,796	-5,204	140,000	96%	149,000
LeShan, G	124,874	-75,126	200,000	62%	132,000
Tetracelli, S	48,737	-1,263	50,000	97%	50,000
Cartwright, B	43,875	-56,125	100,000	44%	50,000
Girard, J	26,883	-48,117	75,000	36%	50,000

Part 2 : Company Departments Over Year

